

Message Text

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47

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 071055Z MAY 74

FM AMEMBASSY BUCHAREST

TO USDOC WASHDC

INFO SECSTATE WASHDC 8646

LIMITED OFFICIAL USE BUCHAREST 1946

EO 11652: N/A

TAGS: ETRD, ETRN, EFIN, RO

SUBJECT: MEDIUM RANGE JET PURCHASE

1. DURING BRAMANTE/SMITH MEETING WITH TEHNOIMPORT DIRECTOR COSTESCU LATTER REPEATED INFORMATION WE HAD REPORTED EARLIER THAT DECISION THIS PROJECT HAD BEEN POSTPONED. COSTESCU FURTHER INDICATED THAT COUNTERPURCHASE FEATURE OF VARIOUS PROPOSALS WOULD BE IMPORTANT FACTOR IN FINAL DECISION.

2. US BIDDERS BOEING AND DOUGLAS APPARENTLY FALL BEHIND BRITISH COMPETITION IN THIS AREA. ACCORDING TO TEHNOIMPORT, BAC HAS OFFERED COUNTERPURCHASE AMOUNTING TO ABOUT 58 PERCENT OF SALES VALUE, ALL OF IT IN HIGH-PRIORITY AVIATION INDUSTRY. IN CONTRAST, TEHNOIMPORT POINTED OUT THAT THE BOEING AND DOUGLAS PROPOSALS PROVIDE FOR MUCH LESS IN COUNTERPURCHASE, AND NOT ALL OF IT IN PRODUCTS FROM THE ROMANIAN AVIATION INDUSTRY.

3. RECENT NEGATIVE DECISION ON SIKORSKY HELICOPTER BID POINTS UP IMPORTANCE WHICH ROMANIANS ATTACH TO COUNTERPURCHASE FEATURE OF PROPOSED AVIATION PROJECTS, SINCE TEHNOIMPORT POINTED TO WILLINGNESS OF FRENCH TO REPURCHASE FINISHED HELICOPTERS AS PART OF ITS PROPOSAL.

4. ACTION REQUESTED: REQUEST THAT BOEING (ALBERT STOFFEL, TEL: (202) 484-2263) AND MCDONNELL DOUGLAS (JOHN ALLEN, TEL: (202) 466-455) BE ADVISED OF CURRENT STATUS TEHNOIMPORT REVIEW THIS PROJECT, WITH PARTICULAR EMPHASIS ON IMPORTANCE WHICH ROMANIANS
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APPARENTLY ATTACH TO COUNTERPURCHASES IN THE AVIATION SECTOR.

BARNES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), CONTRACTS, AIRCRAFT SALES, JET AIRCRAFT
Control Number: n/a
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Draft Date: 07 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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Film Number: D740110-0204
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Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
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Review Comment: n/a
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 JUN 2002 by boyleja>; APPROVED <04 FEB 2003 by GarlanWA>
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